

## Kenneth S. Antos

### **OBJECTIVE:**

My objective is to seek career and business opportunities that foster professional growth.

### **EDUCATION:**

**University of Connecticut (UConn)** Storrs, CT, Completed 2005

Master of Business Administration (MBA): Dual concentrations in Management Consulting and Marketing Intelligence & Interactivity

Project Experience: 1) Managing Organizations project at the UConn Health Center restructuring the workflow and budget for clinical, academic, & research areas within each department.

2) Integration Project at The Hartford Insurance Claims Center to reduce cycle time for insurance claims, increase efficiency & cooperation among departments. 3) Managing Consulting Practicum Project at the CT Department of Public Safety Headquarters and State Police.

**Worcester Polytechnic Institute (WPI)** Worcester, MA, Completed 2001

Bachelor of Science in Mechanical Engineering (BSME): Mechanical Design Concentration, Massachusetts Engineer-In-Training (EIT) Fundamentals of Engineering Exam (FEE)

Project Experience: 1) Global Studies Program in Puerto Rico for Interdisciplinary Qualifying Project: Designed an educational and recreational trail along the Rio Piedras River from the University of Puerto Rico Botanical Gardens to Luis Munoz Marin Park.

2) Major Qualifying Project: Design Study of a Grooved Ball Roller Element with research for patent application.

### **PROJECT & WORK EXPERIENCE:**

**WGL Energy Services, Inc.** Vienna, VA, (October 2016 – Present) Business Development Manager focused on selling Electricity and Natural Gas commodity within the company footprint. Mostly focused on managing indirect business through 25 channel relationships. Incorporating WGL System offerings of Distributed Generation (solar/wind), Combined Heat & Power (CHP) and emerging Energy Efficiency (EE) Offerings into the solution set to differentiate from commodity. Responsible for managing channel relationships, hitting revenue targets, obtaining larger (5mWh+) customers, and growing PA marketshare.

**EnerNOC, Inc.** Boston, MA (June 2006 – September 2016 via World Energy Solutions acquisition)

Business Development Manager (July 2015 – September 2016) Focused on selling Demand Response capacity in the PJM Marketplace.

Energy Procurement Specialist for Enterprise Accounts. Subject Matter Expert Resource for 2 Regional Sales Managers and 13 Business Development Managers for large Enterprise Commercial, Industrial and Governmental Customer Base. Involved with detailed Territory and Account Planning for the largest 2000 Energy Users domestically with global footprints.

Involved with training and selling Demand Response, Utility Bill Management (UBM) and Energy Intelligence Software (EIS) into the PJM Commercial Mid-Market Segment.

EnerNOC Sales Training and execution for both Enterprise & Commercial Teams is based on the systematic and detailed "Force Management" approach.

**World Energy Solutions, Inc.** Worcester, MA (June 2006 – June 2015)

Vice President, Sales (January 2013 – June 2015) as a Regional Sales Manager for a team of 5 Sales Consultants and 1 Account Manager with quarterly and annual sales quotas. Responsible for mostly regional PJM growth of Commercial, Industrial and Governmental Customers for a publicly traded firm (XWES: NASDAQ). Managed legacy team through 2 Quarters post-acquisition into their new roles at the restructured organization.

Team and Individual efforts to consult generally large volume consumers of Electricity and Natural Gas to implement procurement strategies that manage risk & budgets. Running complex energy RFP bid processes, typically online, and facilitating contract execution.

Working with multiple online platforms including: proprietary Energy Exchange, company Public Shared Site and Exchange Server, and Salesforce.com

Developing and growing 3<sup>rd</sup> party Channel Partner relationships is an essential aspect to meeting sales goals. These partners include Affiliated Power Purchasers International, Aramark, Johnson Controls and Navigant Consulting.

Participate in biweekly Sales Management Calls and organize in regularly scheduled Time & Territory sessions with Sales Consultant Team.

Engaged with Company Steering Committees: World Energy Portal Development, Channel Partner Initiative and CRM.

Previous World Energy Roles include Vice President, Sales (Individual, 2010-2013), Director, Sales (Individual 2008-2010) and Account Manager (2006-2008)

World Energy "Key Performer" Award 2008, 2009, 2010 (Last year)

2010 Inaugural and Sole World Energy President's Award Recipient for Sales Excellence

2012, 2013, 2014 World Energy President's Club Award for Sales Excellence

Energy Subject Matter Expert: Various speaking engagements and quoted in industry publications including Press Releases, Restructuring Today and Energy Choice Matters.

**Global Phases, LLC** Lewes, DE (January 2003 - Present)

Holding company formed to manage consulting business for other clients and business ventures

Battery Park Bar & Lounge – Founding Partner in Bar & Restaurant: Boston MA (2010-2013)

The Warehouse on Broad – Founding Partner in Bar & Restaurant: Boston MA (2013-2014)

Founder of RallySocks: a Boston sports themed and ALS charity support venture

Founder / Partner of a racing & lifestyle apparel brand and micro-brewed beer concept

Involved with various aspects of these businesses including filing for intellectual property rights (trademarks & copyrights), graphic design for web, print & apparel, managing internet domains & service, web content design including online stores, managing merchant accounts, tax preparation, business registrations, inventory procurement, building business credit and relationships.

**Spirol International:** Danielson, CT (April 2002 - September 2003)

Mechanical Engineer performing machine design and automation projects.

**Various Internships:**

Putnam Precision Molding, Inc: Putnam, CT (May 2004 – September 2004)

MBA Internship developing a strategic plan for a manufacturing company including dealing with overseas pricing competition and maintaining a competitive advantage.

SolidWorks Corporation: Concord, MA (May 2001 – August 2001)

Engineering Internship working on projects to develop software content and program additions.

Cuno, Inc: Stafford Springs, CT (May 2000 – January 2001)

Engineering Internship (Co-op) involving engineering manufacturing and design projects.

**SKILLS:**

General: Procurement (Online & Auction) Contract Negotiation, Risk Management

General Software: Microsoft Office Suite, CRM / Salesforce.com, World Energy Exchange

Graphics Software: Adobe Creative Suite (PhotoShop, Illustrator), CorelDraw, Web Design

CAD Software: Solid Edge (Spirol), SolidWorks (see internship), ProEngineer (WPI), AutoCAD

**CERTIFICATIONS**

Association of Energy Engineers – Certified Energy Procurement Professional (CEP)

Association of Energy Engineers – 2010 Legends in Energy Recipient

Fundamentals of Engineering Examination (FEE) – Engineering in Training (EIT) Certified

**ACTIVITIES & ORGANIZATIONS:**

Association of Energy Engineers (Greater Philadelphia Chapter)

Private Pilot for General Aviation

Golf Digest Golf Course Rater Panel

The Union League of Philadelphia (Golf Club and Aviation Club)

The Philadelphia Cricket Club (Golf)

Stonewall Links (Social)